

Message Text

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PAGE 01 VIENNA 04126 201053Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 FAA-00 DOTE-00 CIAE-00 INR-07
NSAE-00 CAB-02 DODE-00 /029 W
-----201233Z 100263 /40
R 200947Z MAY 77
FM AMEMBASSY VIENNA
TO USDOC WASHDC
INFO SECSTATE WASHDC 1807
AMEMBASSY BRUSSELS

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COMMERCE FOR MEPD

BRUSSELS FOR FAA/PETERSON

E.O. 11652: N/A
TAGS: BEXP, EIR, AU
SUBJECT: MAJOR PROJECT: JOINT CIVIL/MILITARY AUTOMATED AIR
TRAFFIC CONTROL SYSTEM

REF: VIENNA 3193 AND PREVIOUS

1. EMBASSY RECEIVED CALL MAY 17 FROM JAMES WARD, BRUSSELS
OFFICE HUGHES AIRCRAFT CO., INQUIRING ON STATUS OF TENDER
FOR DISPLAY SYSTEM. WARD SAID HE HAD JUST RECEIVED TELEX
FROM HIS HOME OFFICE ADVISING THAT, ON VASIS USDOC INFORM-

ATION, COMPETITION FOR DISPLAY PORTION OF PROJECT WAS OPEN TO
ALL BIDDERS. HE WANTED TO KNOW IF HE SHOULD COME TO VIENNA
TO PICK UP BID DOCUMENTS. EMBOFF ADVISED WARD THAT,
CONSIDERING NEGATIVE RESULTS OF PREVIOUS EFFORTS BY HUGHES
AND ADVANCED STAGE OF BIDDING PROCEDURE, IT APPEARED UNLIKELY
THAT HUGHES WOULD NOW BE PERMITTED TO OBTAIN DOCUMENTS AND
SUBMIT OFFER.

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PAGE 02 VIENNA 04126 201053Z

2. FYI. IN APPROXIMATELY 1966, ACCORDING TO WARD, HUGHES
SPENT ABOUT \$100,000 TO PREPARE ENVIRONMENTAL STUDY FOR
ATC SYSTEM IN HOPE OF OBTAINING CONTRACT FOR ENTIRE PROJECT.
STUDY WAS TURNED OVER TO AUSTRIAN MILITARY AUTHORITIES
FOR VERY NOMINAL PRICE, RESULTING IN LOSS FOR HUGHES.
THIS STUDY REPORTEDLY IS STILL BEING USED BY COL
OTHMAR TAUSCHITZ, CHIEF OF AR FORCE STAFF, AS HIS

BIBLE ON THE PROJECT. IN LATE 1975, HOWEVER, HUGHES ADVISED TAUSCHITZ THAT FIRM WOULD NOT BE SUBMITTING BIDS FOR TWO RADAR EQUIPMENT PORTIONS BECAUSE IT FELT IT WAS NOT COMPETITIVE. THIS APPARENTLY WAS DIS-

APPOINTMENT FOR TAUSCHITZ AND, ACCORDING TO WARD, MAY HAVE RESULTED IN ILL FEELING TOWARDS HUGHES. IN MARCH 1977, DURING VISIT TO VIENNA HUGHES REPS, WERE TOLD BY TANSCHITZ THAT FIRM WAS FOUND TO BE QUOTE NON-COMPLIANT UNQUOTE (I.E., HAD NO OFFICE OR REP IN QUSTRIA NOR WORKING IN COUNTRY) AND THEREFORE WAS NOT ELIGILBE TO SUBMIT OFFER ON DISPLAY UNITS. END FYI.

3. HUGHES IS NOW INTERESTED IN SUBMITTING OFFER ON COMPUTER COMPLEX (BID DEADLINE: SEPT 5) AND MAY PURCHASE BUD DOCUMENTS.

4. COMMENT: U.S. FIRMS SHOULD NOT AT THIS STAGE VE ADVISED THAT ENDER FOR DISPLAY SYSTEM IS OPEN TO ALL BIDDERS. AS REPROTED IN VIENNA 2664 AND 3193, FIRMS ALREADY PRE-QUALIFIED WERE INVITED TO SUBMIT OFFERS. AT THIS TIME, ONLY TWO U.S. FIRMS, RAYTHEON AND ITT, WERE AMONG ORIGINAL EIGHT INVITED. SINCE THEN, EMBASSSY HAS BEEN SUCCESS-

FUL IN HAVING THREE ADDITIONAL INTERESTED U.S. FIRMS ACCEPTED: BURROUGHS, GENERAL DYNAMICS, AND , VERY RECENTLY, AIL DIVISION OF CURLER-HAMMER (THESE FOR CIVILIAN DISPLAY UNITS ONLY). TALLY, THEREFORE,

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PAGE 03 VIENNA 04126 201053Z

INCLUDES FIVE U.S. FIRSS IN TOTAL OF ELEVEN POSSIBLE BIDDERS. WE SEE LITTLE POSSIBILITY OF HAVING ANYMORE U.S. FIRMS ACCEPTED AT THIS STAGE. BID DOCUMENTS ARE, HOWEVER, STILL AVAILABLE FOR COMPUTER COMPLEX AT COST OF AS 2,000, AND COMPETITION IS OPEN TO ALL FIRMS. (SEE VIENNA 3416.) MEEHAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ELECTRONIC EQUIPMENT, PROPOSALS (BID), AIR TRAFFIC CONTROL
Control Number: n/a
Copy: SINGLE
Sent Date: 20-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977VIENNA04126
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770180-0365
Format: TEL
From: VIENNA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770532/aaaabbyl.tel
Line Count: 103
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 33f4c58c-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 VIENNA 3193
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 24-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2425291
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: JOINT CIVIL/MILITARY AUTOMATED AIR TRAFFIC CONTROL SYSTEM
TAGS: BEXP, EAIR, AU, US, HUGHES AIRCRAFT CO
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/33f4c58c-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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